Military Market
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COVER DESIGN BY JOHN MANZO

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Military Market Index

COMMISSARIES

		NOVEMBER			YEAR-TO-DATE		
		CY'88	CY'89	% CHANGE	CY'88	CY'89	% CHANGE
	CONUS	$118,440	$127,365	+7.54	$1,269,485	$1,340,117	+5.56
	OVERSEAS	44,205	45,570	+3.09	474,495	484,155	+2.04
ARMY	TOTAL	**162,645**	**172,935**	**+6.33**	**1,743,980**	**1,824,272**	**+4.60**
	CONUS	173,957	187,768	+7.94	1,808,633	1,961,628	+8.46
	OVERSEAS	38,188	40,703	+6.59	406,679	422,893	+3.99
AIR FORCE	TOTAL	**212,145**	**228,471**	**+7.70**	**2,215,312**	**2,384,521**	**+7.64**
	CONUS	65,389	69,563	+6.38	711,916	760,926	+6.88
	OVERSEAS	7,069	7,378	+4.37	80,180	82,749	+3.20
NAVY	TOTAL	**72,458**	**76,941**	**+6.19**	**792,096**	**843,675**	**+6.51**
	CONUS	14,349	15,275	+6.45	153,164	160,655	+4.89
	OVERSEAS	323	299	-7.43	3,355	3,465	+3.28
MARINE CORPS	TOTAL	**14,672**	**15,574**	**+6.15**	**156,519**	**164,120**	**+4.86**
	CONUS	277	273	-1.44	2,941	3,104	+5.54
	OVERSEAS	244	284	+16.39	3,162	3,634	+14.93
COAST GUARD	TOTAL	**521**	**557**	**+6.91**	**6,103**	**6,738**	**+10.40**
	CONUS	$372,412	$400,244	+7.47	$3,946,139	$4,226,430	+7.10
	OVERSEAS	$90,029	$94,234	+4.67	$967,871	$996,896	+3.00
ALL COMMISSARIES	TOTAL	**$462,441**	**$494,478**	**+6.93**	**$4,914,010**	**$5,223,326**	**+6.29**

EXCHANGES

	CONUS	$306,714	$346,386	+12.93	$3,057,836	$3,412,590	+11.60
	OVERSEAS	232,359	243,367	+4.74	2,407,770	2,540,189	+5.50
AAFES	TOTAL	**539,073**	**589,753**	**+9.40**	**5,465,606**	**5,952,779**	**+8.91**
	CONUS[3]	1,541	2,133	+38.42	13,783	13,258	-3.81
	OVERSEAS[3]	2,622	4,010	+52.94	22,278	23,837	+7.00
MAIL ORDER	TOTAL[4]	**4,163**	**6,143**	**+47.56**	**36,061**	**37,095**	**+2.87**
	ConUS[2]	133,009	114,458	-13.95	1,143,622	1,163,553	+1.74
	OVERSEAS[2]	54,654	47,754	-12.62	494,375	481,638	-2.58
NAVY	TOTAL[2]	**187,663**	**162,212**	**-13.56**	**1,637,997**	**1,645,191**	**+0.44**
	CONUS	34,782	35,262	+1.38	335,737	308,174	-8.21
	OVERSEAS	5,252	5,615	+6.91	56,977	51,498	-9.62
MARINE CORPS*	TOTAL[3]	**40,034**	**40,877**	**+2.11**	**392,714**	**359,672**	**-8.41**
	CONUS[3]	7,121	7,192	+1.00	71,958	73,057	+1.53
	OVERSEAS[3]	530	535	+0.94	5,360	5,425	+1.21
COAST GUARD	TOTAL[3]	**7,651**	**7,727**	**+0.99**	**77,318**	**78,482**	**+1.51**
	CONUS	$483,167	$505,431	+4.61	$4,622,936	$4,970,632	+7.52
	OVERSEAS	$295,417	$301,281	+1.98	$2,986,760	$3,102,587	+3.88
ALL EXCHANGES	TOTAL	**$778,584**	**$806,712**	**+3.61**	**$7,609,696**	**$8,073,219**	**+6.09**

1) Source: U.S. Department of Commerce. 2) Does not include sales of ship stores. 3) MM estimate, based on official data. 4) Includes consolidated sales for all services, including Coast Guard. NOTE: Individual figures may not add to totals because of rounding. All sales are expressed in thousands (000), except grocery stores and department stores, which are in billions. Commissary sales include appropriate surcharges; exchange sales include concession volume.
*Because of MWR consolidation, Marine Corps exchange sales in 1989 are not comparable to 1988 sales.

Marty Baumann

BASE CLOSINGS

Cheney's "list"

From the beaches of Fort Ord, Calif., to the drydocks of Philadelphia Naval Shipyard, service members and the communities that support them are bracing for the possibility of more military base closures.

No sooner had members of Congress recovered from the political trauma of voting in 1989 to close or realign 145 stateside bases than Defense Secretary Richard Cheney presented them with a new challenge: a "hit list" proposing extensive base closures in the United States and the first closures of bases overseas. *(See chart, page 14.)*

Cheney's Jan. 29 announcement was to make the case for more base closures by naming unneeded bases and asking Congress to ease legal and financial restrictions that have prevented previous defense secretaries from shutting the gates.

Cheney said that, if the defense budget continues to shrink, he wants to close 35 bases in the United States and reduce forces at 20 others.

Congressional approval is required before any action can be taken on the domestic bases. Cheney said he will close 12 bases overseas and reduce forces at two others. No congressional approval is necessary for DoD to close or alter overseas bases.

Unlike his predecessor, Frank Carlucci, Cheney does not propose to hand the job over to a bipartisan commission, even though administration officials concede this will leave the new proposal more vulnerable to charges of political favoritism.

The Navy would have a larger share of bases affected by Cheney's proposal than the other services. An Office of Management and Budget official said this is fair because the Army and Air Force are most severely affected by the current round of base closures.

A House Armed Services Committee aide was pessimistic about the list's chances of passage. "I think it's a largely hopeless proposition for Cheney," the aide said.

The aide noted that Cheney's list will be subject to all kinds of tinkering and deal-making throughout the legislative session. Such a process could pick Cheney's proposal apart until nothing is left, or change it so much that even Cheney would fail to recognize it by next summer.

Indeed, the new base closure proposal faces so many political hurdles that some observers suggest Cheney may be using the proposal as a gesture to put certain lawmakers in an election-year dilemma.

CONSTRUCTION

DoD freezes construction contracts

The Defense Department has imposed a three-month freeze on DoD construction contracts.

A memorandum by Defense Secretary Richard Cheney, issued Jan. 24, imposes a moratorium until April 30 on new contracts for military construction, architectural services and design projects.

Congressional sources said the House Armed Services morale, welfare and recreation panel has also asked Cheney to extend the construction freeze to include resale facilities that are built without taxpayer funds. These types of facilities include exchanges, which are built with sales profits, and commissaries, which are built with surcharge funds, as well as other MWR facilities.

Sources said these facilities represent at least $400 million in construction projects that have been approved but not started and another $500 million in projects that have been proposed for 1990.

"Until we know what is going on [regarding base closings, personnel drawdowns, etc.], we shouldn't let them do more on this," said a congressional staffer.

The moratorium will delay an estimated 300 construction contracts and 300 design contracts, said Robert Stone, deputy assistant secretary of defense for installations. The contracts are worth about $1.5 billion.

Stone said the freeze would upset timetables for such projects as barracks, hospitals and child care centers. "In many areas, we are short of needed facilities," he said. "This means in many of these areas we are going to be short for three months longer."

Cheney's memorandum said the freeze "will permit the Department to further exercise careful stewardship of taxpayer funds devoted to military construction, in light of the coming changes in the force structure and disposition of the U.S. armed forces."

On April 30 — when the moratorium expires — the Pentagon is scheduled to announce its five-year defense spending plan. According to reports, the plan will call for eliminating 290,000 active-duty billets by 1995.

REORGANIZATION

AAFES seeks to alleviate confusion

As AAFES draws down its regional offices, moving its regional executives, buyers and other personnel to Dallas, vendors are reporting confusion about the status of their contracts and about who they should do their region-level business with.

While the agency's announced reorganization calls for the first region (Southeast) to be closed by August 23 of this year, many buyers and region executives are already on the move, to Dallas or elsewhere.

According to AAFES spokeswoman Air Force Col. Carol Habgood:

☐ National suppliers — those who sell to AAFES *only* through the AAFES headquarters office in Dallas — should continue to do business with their respective headquarters buyers during the transition period. National vendors who do *not* do business at the local level should *not* use the toll-free telephone numbers in this story, which are designed only for suppliers with local or regional contracts.

☐ National suppliers who also do business through the ConUS regions — national firms selling snack foods, for instance, or companies with one-time buys they want to offer to the regions — should contact their respective headquarters buyers during the transition. When the AAFES Operations Center is established, these vendors will be given new contacts.

☐ Regional suppliers who did consumables business with the regions — magazines, paperback books and stationery items, food, beverages, tobacco, and health and beauty aids — may call a toll-free line with their inquiries. The special phone — (800) 628-0959 — rings in the Consumables Division. It should be used *only* by regional suppliers of consumables, not national suppliers.

☐ Regional suppliers of personal services, vending machine services, and equipment and supplies also have a toll-free number to use. This number — (800) 828-0157 — rings in the Special Contracts Division. This number also should be used *only* by regional suppliers, not national suppliers.

The official schedule, which is subject to change, calls for the Southeast Region closure to be complete by August 23, the Golden Gate Region to be closed by October 23, the Alamo Region to be closed by January 1991, and the Capital Region to be closed by July 1991.

The New Round of Proposed Base Closings: 1990-1994

State/Country	Installation	Service	Action	Military	Civilians	Year
Alabama	Fort McClellan	Army	Close	-2,691	-1,455	'93
Arkansas	Eaker AFB	AF	Close	-2,934	-313	'92
California	40th Infantry	Army NG	Eliminate	-2,841	0	'93
California	Unknown	Army Res	Inactivate	-1,015	0	'90-'91
California	Long Beach	Navy	Close	-37	-5,116	'92
California	NAS Moffett Field	Navy	Close	-4,950	-400	'92
California	Oakland Hospital	Navy	Close	-1,400	-600	'92
California	NSC Oakland	Navy	Close	-1,560	-3300	'92
California	NAF El Centro	Navy	Close	-290	-99	'92
California	Los Angeles AFS	AF	Close	-1,859	-1,543	'91
California	Sacramento AD	Army	Close	-16	-3,505	'92-'93
California	Fort Ord	Army	Close	-14,849	-2,294	'92-'93
California	Treasure Island	Navy	Close	-2,180	-400	'92
California	NAD Alameda	Navy	Close	-35	-4,200	'92
California	NAS Alameda	Navy	Close	-11,410	-1,200	'92
Connecticut	26th Infantry	Army NG	Eliminate	-3,388	0	'92-'93
Georgia	Robins AFB	AF	Reduce AFLC	-10	-1,345	'91
Illinois	33rd Sep Infantry	Army NG	Eliminate	-3,726	0	'94
Kansas	35th Infantry Division	Army NG	Eliminate	-2,026	0	'93
Kentucky	NOS Louisville	Navy	Close	-12	-2,350	'92
Kentucky	Fort Knox	Army	Downsize Brig	-3,010	TBD	'90
Massachusetts	26th Infantry	Army NG	Eliminate	-6,772	0	'92-'93
Massachusetts	NAS South Weymouth	Navy	Close	-450	-200	'91
Michigan	NAF Detroit	Navy	Close	-130	-72	'91
Missouri	St. Louis DCASR	DLA	Reduce Civs	0	-425	'91
Missouri	Troop Support Command	Army	Eliminate	-54	-1,530	'91-'94
Nebraska	35th Infantry	Army NG	Eliminate	-1,353	0	'93
Nevada	Tonopah AFS	AF	Reduce F-117	+1,958	0	'92
New Jersey	50th Armored Division	Army NG	Eliminate	-6,849	0	'90-'94
New Mexico	Holloman AFB	AF	Add F-117	+1,814	37	'92
New York	Unknown	Army Res	Inactivate	-1,086	0	'90-'91
New York	42nd Infantry	Army NG	Eliminate	-12,804	0	'90-'94
New York	New York DCASR	DLA	Reduce Civs	0	-470	'91
Ohio	107th Armored Cavalry	Army NG	Eliminate	-3,617	0	'93
Ohio	Wright-Patterson AFB	AF	Reduce AFLC	-592	-1,503	'91
Ohio	Cleveland DCASR	DLA	Reduce Civs	0	-467	'91
Oklahoma	Tinker AFB	AF	Reduce AFLC	-55	-1,471	'91
Pennsylvania	28th Infantry	Army NG	Eliminate	-3,017	0	'93
Pennsylvania	NS Philadelphia	Navy	Close	-1,270	-1,500	'92
Pennsylvania	Philadelphia Naval Yard	Navy	Close	-9,200	-11,200	'92
South Carolina	Myrtle Beach AFB	AF	Close	-3,260	-484	'92
Texas	50th Armored Division	Army NG	Eliminate	-2,963	0	'94
Texas	Dallas DCASR	DLA	Reduce Civs	0	-392	'91
Texas	Red River AD	Army	Realign	0	-1,905	'91-'94
Texas	NAS Chase Field	Navy	Close	-780	-500	'92
Texas	Fort Hood	Army	Inact Div	-12,204	TBD	'90-'91
Texas	Bergstrom AFB	AF	Close	-4,395	-907	'92
Texas	Kelly AFB	AF	Reduce AFLC	-10	-1,486	'91
Utah	Hill AFB	AF	Reduce AFLC	-118	-1,264	'91
Washington	Fort Lewis	Army	Downsize	-7,892	TBD	'90-'91
Bermuda	NAS Bermuda	Navy	Close	-890	-360	'91
Germany	Zweibrucken	AF	Close	-2,596	-420	'94
Greece	Nea Makri	Navy	Close	0	-128	'91
Greece	Hellenikon	AF	Close	-1,323	-83	'91
Italy	Comiso	AF	Close	0	0	'91
Korea	Taegu	AF	COB	-1,281	-7	'91-'92
Philippines	San Miguel	Navy	Close	0	-128	'91
Turkey	Eskisehir	AF	Close	-53	-1	'91
Turkey	Erhac	AF	Close	-52	-1	'91
United Kingdom	RAF Fairford	AF	Close	-1,059	-42	'91
United Kingdom	RAF Greenham Common	AF	Close	-212	-81	'91
United Kingdom	RAF Wethersfield	AF	Close	-513	-25	'91

NOTE: Includes all facilities slated for closure in the newest round of proposed base closings. Also includes other actions which affect 1,000 or more military or civilian personnel. Excludes actions affecting fewer than 1,000 military or 1,000 civilian personnel.

Diet Foods

And the Gristmill Keeps on Churning

MARKET REPORT by Karen McBeth, Associate Editor

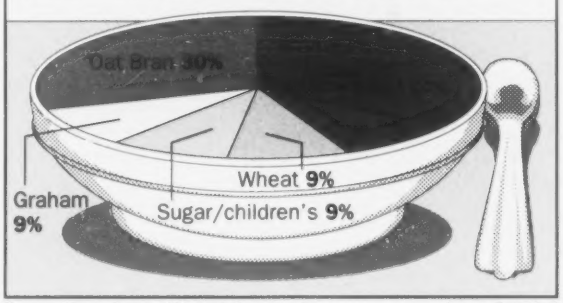
With all of the contradictions circulating about healthful food products, it's no wonder that shoppers *say* they want to eat nutritiously, but sometimes don't do anything about it. Retailers also face confusion from all sides. *Advertising Age* described the situation as "near chaos."

Studies show that consumers want more nutritional food labeling: Manufacturers worked with the American Heart Association to develop a standard label (the HeartGuide program) but drew fire from the Food and Drug Administration (which is developing its own requirements).

The HeartGuide program began in February after three years of planning. The association puts a seal of approval on products meeting its guidelines for fat, cholesterol and sodium content — for a fee ranging from $15,000 to $640,000. But the FDA's acting commissioner has said that participating companies risk "regulatory action," and now some, including CPC International, have pulled out, while others are continuing. At least seven states have supported the FDA's position.

Ready-to-Eat Cereal Introductions

Of 23 cereals introduced in the military in the 12 months ending Oct. 1989, most were bran.



Source: Military Audits of Market Information, Inc. Joanne Ostendorf

Meanwhile, manufacturers keep introducing reformulated, relabeled, or "revolutionary" food products, and shoppers in increasing numbers report eating more of the healthful or light items. The Packaged Facts research firm estimated total sales of light products at $8 billion for 1989, with a yearly growth rate of 6 to 7 percent through 1993.

The commissary agencies are publishing health fact brochures and encouraging store participation in promotions for March's National Nutrition Month. And the market keeps changing . . .

Sweeteners

The artificial sweetener scene is going through a shakeup. Stadt Corp.'s Sweet One became available nationwide last July — the first artificial sweetener in seven years to gain FDA approval, it carries no health risk warnings. Sweet One is made with Sunette, the brand name for acesulfame-k, a product reportedly 200 times sweeter than sugar. Available in Europe since 1983, the product can be used for sweetening hot and dry beverages and chewing gum, and it is approved for baking and cooking.

General Foods may apply for FDA approval for two new artificial sweeteners called PS 99 and PS 100, said to be 2,000 to 2,500 times sweeter than sugar. Even cyclamate has come full circle: The FDA may reapprove the sweetener, which was banned about 20 years ago.

NutraSweet is testing a tabletop sweetener (Sugar Delight) which is 99 percent sugar and 1 percent NutraSweet, with half the calories of sugar.

Oils/Fats

While some manufacturers still struggle to develop a fat substitute that can gain FDA approval, others have used natural ingredients to replace fat and cholesterol in their products. And some, like Kraft General Foods, are doing both at once.

GF's Entenmann's line of 12 fat-free, cholesterol-free cakes and cookies is being tested in the Northeast and Midwest. Made with non-fat dry milk and egg whites, the items contain fewer than 100 calories per serving and sell at a 10 percent or 20 percent premium. Continental Baking Co.'s Hostess Lights, made with canola oil and egg whites, are 97 percent fat-free and contain no cholesterol. And Sara Lee Lights, six single-serving frozen desserts rolled out last month, have less than 200 calories and are marketed as being low in cholesterol and sodium.

In the cooking/salad oils business, there are reports of rising sales for olive and canola oils and declining sales for vegetable oils. Other reports indicate that olive and canola oil haven't really impacted on the $950 million cooking oil market. Data from Military Audits of Market Information, Inc., show sales of cooking and salad oils down 5.9 percent in units and 3.3 percent in dollars for the 12 months ending in November. MAMI doesn't have comparison figures for olive oil, but reports that commissary sales for the year ending February 1989 totaled $3,227,000.

Fibers

The new year has brought rumblings about the rise of rice bran and the fall of oat bran, the fall of rice bran and the rise of traditional fibers like wheat and fruit, and the raising and dashing of manufacturers' hopes — all in the space of a month or two.

After the battle of the medical studies ends, consumers may be tempted to turn from fiber products altogether. "Fad" items like oat bran donuts, oat bran pretzels, and oat bran beer will be the big losers, according to analysts.

It's hard to say what will happen with products like Kellogg's new Kenmei brown rice/rice bran cereal or Ralston Purina's Rice Bran Options.

If last year's figures and predictions hold true, low-cholesterol foods and cholesterol remedies could be a $5 billion industry in the early 1990s. So far, cereals have floated on this wave. According to *Supermarket News*, breakfast cereal introductions increased 48 percent in 1989; 56 percent of these listed oatmeal, oat bran or other brans as key ingredients.

In the military market, too, most of the new ready-to-eat cereals contained bran, according to MAMI. *[See chart.]* And MAMI reports that the "driving force behind hot cereal's substantial growth" is oat bran. Hot cereals with oat bran grew 400 percent for the year ending Oct. 1989.

AAFES' 1989 Million-Dollar Suppliers

This is a list of 702 suppliers who did $1 million or more in worldwide business with the Army and Air Force Exchange Service during fiscal 1989, which ran from Jan. 24, 1989 through Jan. 21, 1990.

Note that, in some cases, separate payments to the same parent company are listed separately. This is because some firms have divisions which operate under different AAFES Vendor Identification numbers.

Companies are listed in decending order of their worldwide total net dollar volume, as reported in official AAFES records. Readers who wish to obtain a complete copy of this listing, which shows both ConUS and offshore payment amounts, should contact MILITARY MARKET MAGAZINE, 6883 Commercial Dr., Springfield, VA 22159-0210, and ask for a copy of the AAFES Million Dollar Vendor List.

The Navy Resale and Services Support Office is working on its own Million Dollar Supplier list which, this year, will contain information about payments by both the headquarters office and the field support offices. The NAVRESSO list should be available during April, headquarters sources say.

Rank	Company	WW Net Payment
1	Philip Morris	$41,915,232.34
2	Conco	33,740,250.08
3	BP Oil	32,545,369.09
4	Exxon Co USA	32,150,751.27
5	Revlon	29,903,545.87
6	Eastman Kodak	29,531,120.76
7	Levi Strauss	29,412,104.97
8	HEA Corp	28,546,994.64
9	Distron Dist Ctr	26,105,494.84
10	RCA	24,924,969.14
11	Anheuser-Busch	24,119,810.72
12	Metallgesellschaft	23,648,270.96
13	Frito-Lay	23,349,211.05
14	Panasonic Western	21,752,482.21
15	Bev/Food/Svc (Pepsi)	21,178,939.47
16	Commodore Bus Mach	21,106,360.87
17	Procter & Gamble Dist	20,965,616.15
18	Sony Corp of America	20,933,962.58
19	Plus Mark	20,716,154.49
20	Coca-Cola Export	19,563,364.02
21	RJ Reynolds Tobacco	19,503,152.43
22	GE Silicones	18,604,622.01
23	JVC Co of America	17,856,093.26
24	Jockey International	17,557,653.16
25	Softkat	16,331,178.81
26	Johnson & Johnson	16,105,776.50
27	Zenith Electronics	15,450,338.16
28	Sharp Electronics	15,150,660.62
29	Hallmark Cards	14,726,395.94
30	M&M Mars	14,431,607.33
31	MCA Records Dist	14,396,407.63
32	Louis Dreyfus Energy	13,874,483.50
33	Promana	13,459,987.41
34	CBS Records	13,215,755.03
35	Braun	12,836,391.40
36	Annedeen/Reebok	12,826,346.11
37	Artex Mfg	12,461,202.46
38	Radio Shack	12,299,282.46
39	Cannon Mills	11,814,582.13
40	Black & Decker	11,806,193.76
41	Weintraub Bros	11,665,455.46
42	Polaroid	11,658,897.46
43	BASF Systems	11,454,523.56
44	Michelin Tire	11,337,747.39
45	Kraft Retail Food GP	11,176,075.45
46	Goodyear Int'l	10,960,896.02
47	Belcher Oil	10,937,420.27
48	Jos E Seagram & Sons	10,649,836.99
49	Brown & Williamson	10,458,437.54
50	Nabisco Brands	10,389,509.75
51	Brigade Brands, Ltd	10,329,268.86
52	Texaco	10,318,226.58
53	Hanes Hosiery	10,234,358.78
54	Springs Industries	10,100,906.56
55	Nike	10,024,087.66
56	Bose	9,913,871.05
57	Liz Claiborne	9,868,517.30
58	Hershey Chocolate	9,432,930.93
59	Monarch Crown	9,397,726.10
60	Mattel Toys	9,275,404.81
61	Sysco Food Services	9,224,393.79
62	Huffy	9,139,286.07
63	C Lloyd Johnson	9,112,661.74
64	Nintendo of America	9,098,895.14
65	Kenwood Electronics	9,081,582.22
66	Miller Brewing	8,668,136.90
67	River City Petroleum	8,665,570.69
68	Manhattan Store	8,615,073.15
69	Gale Barstow	8,559,284.05
70	Fisher-Price Toys	8,500,520.49
71	Sysco Food Systems	8,471,212.18
72	H Fabrikant & Sons	8,398,570.32
73	Estee Lauder Intl	8,324,301.23
74	Jim Beam Brands	8,301,525.00
75	Rubbermaid	8,231,504.54
76	Cove Shoe	8,228,377.98
77	Tyson Foods	7,834,162.72
78	Eveready Battery	7,763,602.15
79	US Tobacco	7,723,696.00
80	Kayser Roth Hosiery	7,714,564.07
81	Pan American DIA	7,666,026.56
82	Nabisco Brands	7,602,429.95
83	John K Kealy	7,565,846.85
84	First Brands	7,399,257.48
85	Kimberly Clark	7,325,182.18
86	Hagger	7,232,319.10
87	Hasbro	7,163,344.19
88	Acme Boot	7,038,352.08
89	Apple Computer	7,009,649.34
90	Baskin Robins	7,004,630.39
91	Fieldcrest Mills	6,986,540.00
92	Lorillard	6,986,210.38
93	Stuart Hall	6,837,897.37
94	Robert Tabakow	6,634,789.39
95	Corning Glass Works	6,612,937.64
96	Mansfield Oil	6,552,972.51
97	Calvin Klein	6,517,577.26
98	Smith Corona	6,458,325.12
99	ARA Services	6,457,379.21
100	E&J Gallo Winery	6,423,059.08
101	Capitol Records	6,389,704.28
102	Gucci America	6,389,421.82
103	Elizabeth Arden	6,386,989.00
104	Pioneer Electronics	6,347,425.06
105	Kangaroos USA	6,341,742.44
106	RAM Wholesale	6,318,131.35
107	Champion Products	6,259,248.89
108	Holverine World Wide	6,177,139.00
109	Playtex	6,131,755.03
110	Gasco Gasoline	6,125,744.48
111	Military & Spec Mkts	6,106,644.58
112	Retail Frag/Cosmair	6,081,073.86
113	HC Bradley Enterprises	6,072,171.94
114	Barry Bette & Led Duke	5,976,970.57
115	Hoover	5,967,647.30
116	Intercraft Ind	5,888,447.87
117	Freeman Shoe	5,828,538.48
118	Quaker Oats	5,824,056.93
119	Maidenform Intl Ltd	5,813,761.68
120	Whirlpool	5,794,275.79
121	Oroamerica	5,784,714.80
122	Maxwell Comm	5,770,472.92
123	Diamond Shamrock	5,705,999.75
124	Chevron Chemical	5,640,769.93
125	Shell Oil	5,626,034.17
126	Polygram Dist	5,590,529.38
127	Ira Green	5,406,837.51
128	Dr Pepper Bev Sales	5,353,679.82
129	AT&T Consumer Prods	5,317,857.89
130	Vendo	5,306,007.65
131	Sonoco Products	5,205,680.04
132	Finance & Acct Office	5,154,059.76
133	Murray Ohio Mfg	5,101,071.59
134	Vanguard Mil Equip	5,058,171.20
135	Qualex	4,954,733.64
136	Stedman	4,952,396.11
137	Polo Fashions	4,915,161.34
138	Capital Mercury Shirt	4,914,495.83
139	Armstrong World Ind	4,894,246.71
140	Esprit De Corp	4,883,192.02
141	Phillips Consumer	4,835,914.81
142	Liggett & Myers Tob	4,804,098.01
143	Brown Shoe	4,790,221.96
144	Minnesota Mining & Mfg	4,764,796.75
145	Philips Consumer Elect	4,738,072.23
146	Airway Ind	4,700,513.00
147	Bacardi Imports	4,669,957.71
148	Playskool	4,664,136.09
149	Casio	4,660,509.02
150	Coleman	4,653,089.89
151	Kraft Inc Retail	4,624,500.07
152	Timex	4,573,502.38
153	American Tobacco	4,562,769.96
154	Forstmann & Co	4,554,795.16
155	Arrow	4,545,001.38
156	Richardson-Vicks	4,539,945.75
157	Heublein	4,512,847.67
158	Allied-Sysco Food	4,471,243.10
159	N S Meyer	4,436,621.92
160	Kellogg Sales	4,387,829.93
161	Nobel-Sysco Food Serv	4,386,111.88
162	Lighthouse Ind For Bld	4,348,459.40
163	US Army Fin & Acct	4,336,507.19
164	London Star Limited	4,320,337.10
165	Jacobs Suchard	4,294,049.32
166	NCR	4,292,871.21
167	Goody Products	4,247,375.39
168	Samsonite Furniture	4,225,041.63
169	Goldstar Elec Int	4,217,964.55
170	Minolta	4,215,600.44
171	Poulan/Weed Eater	4,207,974.71
172	Berkline	4,205,233.73
173	Action Industries	4,195,870.06
174	Texas Instruments	4,190,304.44
175	Waterford Wedgwood	4,156,816.28
176	Tesoro-Alaska	4,139,826.76
177	Seven-Up-Enterprises	4,121,146.02
178	L'Oreal	4,107,421.04
179	Samsung Electronics	4,105,259.64
180	Oscar Mayer Foods	4,095,658.06
181	Armour & Co	4,039,787.08
182	Amerada Hess	4,014,545.95
183	Cadbury Beverages	4,000,829.38
184	Remington Products	3,979,406.08
185	H Cotler	3,974,755.66
186	Colgate Palmolive	3,961,528.51
187	Max Factor PR	3,957,413.48
188	Oster Div/Sunbeam	3,945,911.14
189	Oshkosh B'Gosh	3,921,795.40
190	SC Johnson & Son	3,908,714.89
191	General Foods	3,899,817.05
192	Vanity Fair Mills	3,894,577.45
193	Keebler	3,893,348.56
194	Canon USA	3,866,287.48
195	Carnation	3,857,254.77
196	Kiwi Brands	3,856,181.31
197	Chesebrough Ponds	3,851,749.71
198	Almet/Lawnlite	3,850,974.12
199	Continental Baking	3,823,622.72
200	Skil Corp	3,815,778.20
201	Little Tikes	3,811,936.58
202	Bethco Fragrances	3,801,572.75
203	Pennex Products	3,800,672.48
204	Union Bay Sptswr Ltd	3,799,226.50
205	Buena Vista Home Video	3,794,676.94
206	Automatic Prod	3,772,403.78
207	Audiovox	3,739,837.13
208	Etonic	3,738,861.62
209	Coopers & Lybrand	3,704,502.05
210	Russell	3,695,153.61
211	Birchwood Meat & Prov	3,664,994.74
212	Oneida Ltd	3,576,756.82
213	Johnson Controls	3,568,740.13
214	Swarovski Jwlry US Ltd	3,551,965.66
215	Campbell Soup	3,550,938.43
216	Eastern Display Prod	3,509,853.31
217	Eureka	3,500,907.92
218	Milton Bradley	3,481,931.19
219	Henry I Siegel	3,460,399.38
220	Mobil Oil Credit	3,452,413.13
221	Toastmaster	3,449,581.86
222	Nestle Foods	3,396,743.01
223	Sanyo Electric	3,386,508.52
224	Singer Sewing	3,384,710.19
225	Infinity Systems	3,380,665.67
226	Farah Mfg	3,376,501.18
227	Pillowtex	3,356,539.10
228	Rival Mfg	3,340,912.41
229	Nationwide Marketing	3,327,056.51
230	Pennzoil	3,311,256.53
231	New Balance Athletic	3,306,003.28
232	The Rockport	3,279,287.10
233	Cenex/LOL AG Services	3,276,266.10
234	Ala Coca Cola Btl	3,259,803.81
235	Con Agra Flour Milng	3,259,732.17
236	Atlas Chain	3,257,567.05
237	Generra Sportswr	3,255,589.62
238	Gitano	3,247,910.47
239	Beecham Products	3,223,441.11
240	Valspar	3,219,388.67
241	Parfums Intl	3,211,884.93
242	London Fog	3,163,035.12
243	Barnhill Contracting	3,167,027.10
244	Fashion Fair Cosmetics	3,147,513.09
245	Hiram Walker G&W	3,129,247.46
246	Amdahl	3,101,959.54
247	Lenox	3,101,610.29
248	Ekco Housewares	3,096,244.37
249	Geo A Hormel & Co	3,090,072.81
250	MTD Products	3,083,675.34
251	Harry Sugarman	3,069,395.08
252	Lasko Metal Products	3,043,780.89
253	World Pacific Jewelry	3,041,113.40
254	MJ Soffe	3,039,761.06
255	Beatrice Grocery Group	3,019,967.90
256	Sinclair Marketing	2,992,503.46
257	Mirrc/Foley	2,989,638.26
258	Davis Clothing	2,963,593.83
259	Cosco,	2,561,030.40
260	Quaker State	2,954,422.40
261	Mapco Alaska Petrol	2,954,187.41
262	Pendleton Woolen Mills	2,951,462.49
263	Maxell Corp of America	2,948,675.63
264	Megastar Apparel Gp	2,937,745.75
265	Fragrance Mktg Gp	2,927,997.76
266	Monet Jewelers	2,917,581.69
267	Sandberg & Sikorski	2,915,027.19
268	Wilson Sptg Goods	2,887,086.97
269	Shulton	2,884,575.12
270	Lever Brothers	2,875,036.76
271	Mars Electronics	2,863,206.50
272	Plough	2,856,062.34
273	Black Hills Jewelry Mfg	2,855,849.35
274	Zojirushi America	2,850,688.16
275	Christian Dior Perfumes	2,828,402.01
276	Mennen	2,826,676.13
277	Carter-Wallace	2,824,662.46
278	Genl Svcs Admin	2,815,025.73
279	Colonia	2,807,625.01
280	Onyx Petroleum	2,783,707.15
281	Yves Saint Laurent	2,750,401.27
282	Union Underwear	2,748,352.99
283	Pepsi Cola	2,739,548.12
284	Solo Cup	2,734,893.01
285	Chanel	2,719,557.47
286	William Carter	2,715,658.25
287	Cons Prod Div/Faberge	2,704,194.06
288	Weber-Stephen Prod	2,700,506.45
289	1928 Jewelry	2,699,011.68
290	Command Marketing	2,690,804.56
291	Pentax	2,679,122.82
292	Neptune Garment	2,657,836.80
293	Members Only	2,652,798.06
294	Original Designs/FA	2,648,852.38
295	Carver	2,629,209.88
296	Kirsch	2,609,828.42
297	Collins Construction	2,597,318.75
298	Ala Alc Bev Cont Bd	2,590,325.83
299	Sidney Rich Associates	2,575,251.44
300	Carrols	2,572,318.27
301	SWS Garment	2,559,686.56
302	Pillsbury/Green Giant	2,556,369.22
303	Astroline	2,550,853.53
304	Bausch & Lomb	2,545,485.64
305	Nation Pizza Products	2,540,477.74
306	The Stroh Brewery	2,540,096.53
307	Star Micronics	2,524,843.82
308	Hamilton Beach	2,509,917.26
309	Mobil Chemical	2,488,841.62
310	Whitehall Labs	2,482,978.03
311	Tropicana Products	2,479,457.66

312 - E-Z Serve Sub 2,476,446.90
313 - Bali 2,437,389.98
314 - Armour Dairy 2,432,464.38
315 - State of North Carolina 2,431,694.19
316 - Adidas USA 2,429,321.79
317 - Sealy Mattress 2,425,604.93
318 - Schieffelin & Somerset 2,425,313.10
319 - Bissell 2,415,459.10
320 - Bausch & Lomb 2,418,430.19
321 - Wm Wrigley Jr 2,416,582.37
322 - Moore Business Forms 2,412,163.73
323 - Master Lock 2,411,207.43
324 - Izod Lacoste Menswear 2,406,404.45
325 - Burlington Ind 2,399,446.24
326 - Shelburne Shirt 2,383,127.85
327 - Verdi Travelware 2,369,890.02
328 - Goebel United States 2,365,999.94
329 - Hoyle Knitting Hills 2,359,997.23
330 - Food Services of Amer 2,341,432.55
331 - James River 2,340,150.29
332 - Riverside Furniture 2,337,240.87
333 - Chic Hosiery 2,310,405.48
334 - Russ Togs 2,308,973.50
335 - Parker Pen 2,303,117.64
336 - Maybelline 2,297,291.27
337 - Conair 2,275,560.10
338 - General Mills 2,273,924.05
339 - Lladro USA 2,273,907.31
340 - US Shoe 2,268,952.34
341 - Brown Forman 2,264,188.06
342 - Regal Appliance 2,263,722.38
343 - Gerber Products 2,261,280.50
344 - MGM UA Entertainment 2,258,520.22
345 - Deena Lingerie 2,253,451.92
346 - US Cavalry 2,248,586.40
347 - Wamsutta Pacific 2,235,783.19
348 - Wemco 2,228,583.40
349 - Flying J 2,216,568.60
350 - Mid-Central/Sysco Food 2,214,451.70
351 - Danskin 2,197,675.46
352 - Buster Brown Apparel 2,189,324.57
353 - Aircap Ind 2,188,651.19
354 - Health-Tex 2,186,393.57
355 - Dependable Rug Mills 2,184,173.76
356 - Mura 2,175,467.63
357 - ARI-Danal 2,172,320.78
358 - Martin Mfg 2,170,035.29
359 - Wick Construction 2,160,666.00
360 - I Ski Skiglasses 2,158,060.53
361 - Mag Instrument 2,156,172.36
362 - Parker Brothers 2,148,768.57
363 - J L Prescott 2,147,317.19
364 - Truman Arnold 2,134,785.66
365 - State of Washington 2,124,708.61
366 - Mikimoto America 2,119,923.32
367 - Army Times Publ Co 2,107,996.42
368 - Franklin Chairs 2,107,091.44
369 - Thompson Medical 2,103,841.45
370 - Eagle Distributors 2,101,278.84
371 - Atlantic Wine & Spirits 2,095,935.36
372 - Northern Electric 2,095,633.61
373 - Smoke Craft 2,089,585.80
374 - Landmark Dist 2,087,905.01
375 - IBM 2,086,760.32
376 - Cleo Wrap 2,084,447.13
377 - Wilton/Copco 2,083,518.64
378 - Anchor Swan 2,081,462.14
379 - Atlas Dist 2,072,589.48
380 - Intertrans Airfreight 2,069,877.39
381 - Bush Industries 2,066,200.14
382 - Aris Isotoner 2,062,536.43
383 - Dexter Shoe 2,060,174.22
384 - Windmere Prod 2,059,501.90
385 - Grow Group 2,056,249.55
386 - Bic Pen 2,042,159.72
387 - Town & Country 2,041,843.11
388 - Sunbeam Appl Serv 2,040,376.96
389 - Allen-A 2,028,879.17
390 - Schenley Affiliated 2,019,864.05
391 - Weider Health & Fitness 2,002,477.27
392 - LA Gear 1,991,500.41
393 - LE Lindsay Const 1,987,836.00
394 - Chemexec 1,985,457.97
395 - Jovan 1,970,176.75
396 - Aiwa America 1,962,766.22
397 - Amer Home Foods 1,962,129.98
398 - Goodmark Foods 1,945,436.10
399 - Soft Care Apparel 1,938,220.76
400 - Best Foods 1,928,958.78
401 - Mikasa 1,924,892.87
402 - Jones of Dallas Mfg 1,921,660.91
403 - Jack Hilliard Dist 1,920,386.16
404 - Smart Style Ind 1,914,290.03
405 - LJN Toys Ltd 1,907,723.04
406 - Fisher Nut 1,905,208.87
407 - Wearever-ProctorSilex 1,880,353.10
408 - AW Mendenhall 1,869,423.78
409 - Agway Petroleum 1,861,543.95
410 - Burma-Bibas 1,853,356.08
411 - Wilson Brands 1,850,869.69
412 - Giant Refining 1,830,270.94
413 - Gidden Distributing 1,829,404.84
414 - North American Philips 1,828,613.37
415 - Block Distributing 1,826,309.02
416 - Helen of Troy 1,821,507.18
417 - Binney & Smith 1,819,492.10
418 - S Lichtenberg 1,812,217.48
419 Durkee French Foods 1,808,661.57
420 - Hall Laboratories 1,807,314.18
421 - Melnor Industries 1,806,278.44
422 - Bullfrog Knits 1,799,819.13
423 - Impact Furniture 1,790,962.19
424 - Leslie Fay 1,786,643.18
425 - Tab Accessories 1,781,870.24
426 - Roadmaster 1,779,152.49
427 - Allied Aftermarket 1,778,591.88
428 - Bradbury & Stamm 1,768,412.55
429 - Hitachi Sales 1,757,066.56
430 - Lee 1,754,642.15
431 - Creighton Shirt 1,753,986.96
432 - Klipsch 1,752,030.76
433 - Paramount Home Video 1,750,727.65
434 - Keystone Camera 1,750,203.03
435 - Ore Ida Foods 1,748,909.52
436 - Dixie-Riverside 1,743,813.81
437 - Borden 1,740,730.22
438 - York Electronics 1,737,673.18
439 - Harbor Foothear Grp 1,735,227.22
440 - Excell Products 1,729,872.28
441 - Dell Marketing 1,727,984.46
442 - Symphonic 1,723,690.61
443 - Phone Mate 1,716,827.15
444 - Clorox 1,715,422.49
445 - Vivitar 1,708,765.94
446 - Schnadig 1,706,977.78
447 - Aetna Life & Casualty 1,702,975.47
448 - Konami 1,690,757.39
449 - Revlon Govt Sales 1,690,483.04
450 - Foster Grant 1,689,079.12
451 - Bonaventure Textiles 1,686,850.52
452 - Bulova Watch 1,684,943.13
453 - General Motors 1,683,507.76
454 - Armor All Products 1,673,952.18
455 - Leslie Fay Sales 1,699,561.10
456 - Bugle Boys 1,660,188.63
457 - Western Publishing 1,660,019.68
458 - OH Scott & Sons 1,659,839.71
459 - Franklin Computer 1,659,733.40
460 - Halsey Taylor Thermos 1,657,372.65
461 - L'eggs Products 1,656,534.96
462 - Durand Int'l 1,649,757.43
463 - Schwinn Bicycle 1,649,041.76
464 - Burmah-Castrol 1,641,130.32
465 - Fabil Mfg 1,635,850.43
466 - IMWRF-Puerto Rico 1,631,119.76
467 - Excell Home Fashions 1,630,836.72
468 - Thorsen Tool 1,628,948.68
469 - Holson 1,625,264.83
470 - Whitmans Chocolates 1,620,734.49
471 - Koss 1,620,148.59
472 - Hazel 1,616,039.03
473 - Nikon Photo Prod 1,604,509.20
474 - Totes 1,599,037.50
475 - Teledyne Water Pik 1,598,569.79
476 - Rubbermaid Speciality 1,592,497.72
477 - TDK Electronics 1,589,582.04
478 - Harper Leather Goods 1,583,693.85
479 - Admiral Int'l 1,581,781.17
480 - Gerico 1,581,130.16
481 - Above The Belt 1,578,258.70
482 - Citicorp Diners Club 1,575,437.41
483 - Southwestern Bell 1,573,509.37
484 - Emerson Radio 1,566,010.93
485 - Cannondale 1,552,966.86
486 - Hyponex 1,546,601.54
487 - The Dial Corp 1,546,405.87
488 - The Games Gang Ltd 1,544,640.15
489 - Pacific Electricord 1,543,216.01
490 - Denmark Military 1,541,404.82
491 - Brother Intl 1,530,350.15
492 - Libbey Glass 1,522,251.30
493 - Pony Sports & Leisure 1,516,117.15
494 - AH Robins 1,513,176.27
495 - Gerber Furniture Grp 1,507,709.97
496 - N Goldring 1,504,668.88
497 - Kolcraft Prod 1,503,757.98
498 - White Stag Mfg 1,499,230.18
499 - Child Craft 1,493,[illegible]0.46
500 - Southern Wine & Spirits 1,487,[illegible]0.18
501 - Bicycle Corp of Amer 1,486,880.87
502 - Dynamic Classics Ltd 1,481,814.72
503 - Evenflo Juvenile Furn 1,477,472.60
504 - Shared Financial Sys 1,477,141.24
505 - Byn Mar 1,474,377.97
506 - Harris & Harris Assoc 1,473,799.80
507 - Tonys Pizza Service 1,471,336.22
508 - Textile Care Lndry Prod 1,463,556.72
509 - AT Cross 1,461,798.27
510 - Xidex 1,457,130.76
511 - Saranac Glove 1,447,496.81
512 - Soundesign 1,436,073.94
513 - LM Sandler & Sons 1,435,531.93
514 - Sullivan Wholesale 1,432,970.97
515 - Borden Cons Prod 1,430,832.81
516 - Saturdays Group 1,422,745.14
517 - Kenner Products 1,420,693.30
518 - Arista Ent 1,413,142.01
519 - Weiner News 1,407,090.12
520 - Alcan Builders 1,406,756.31
521 - Interstate Brands 1,406,551.23
522 - Tosyali Int 1,405,378.08
523 - Foremost Dairies 1,404,071.44
524 - L&L 1,393,197.22
525 - Koret of Calif 1,392,581.14
526 - General Time 1,390,945.74
527 - O'Sullivan Ind 1,390,251.27
528 - Crest Craft 1,388,886.40
529 - JBL Professional 1,387,347.57
530 - Advance Seed 1,387,333.60
531 - US Playing Card 1,385,273.57
532 - Lego Systems 1,364,720.20
533 - Ferrel Dist 1,373,102.84
534 - Andover Togs 1,371,506.89
535 - A&M Records 1,371,237.34
536 - Ralston Purina 1,370,364.91
537 - Multiplies 1,369,686.69
538 - Pepsi Cola Bottling 1,368,932.16
539 - Mead Products 1,364,826.60
540 - Hampton Ind 1,364,809.68
541 - Rawlings Sptg Goods 1,360,509.52
542 - Allegan Pharm 1,358,615.05
543 - Tyco NPC Account 1,356,973.41
544 - St Ives Labs 1,350,658.31
545 - BF Goodrich Tire 1,341,376.14
546 - Liz Claiborne 1,330,605.53
547 - Seymour Div 1,329,957.83
548 - K&L Distributors 1,329,079.93
549 - California Trends 1,328,806.34
550 - M Grumbacher 1,328,016.33
551 - Bean Station 1,325,948.73
552 - Gekay Sales & Serv 1,322,872.91
553 - Monster Cable Int'l 1,322,176.18
554 - Doskocil Mfg 1,311,629.30
555 - Healy Wholesale 1,311,419.13
556 - Sweda Int'l-PR 1,308,195.82
557 - Amer Lock 1,306,052.79
558 - CD et Cie 1,306,005.25
559 - Botany 500 1,305,106.93
560 - Ross Laboratories 1,304,705.42
561 - Califashions 1,303,451.75
562 - Ocean Spray Cranb 1,300,310.99
563 - Gold Eagle Prod 1,297,532.80
564 - Ambassador Shoe 1,293,513.37
565 - Sauder Woodworking 1,292,720.79
566 - Muscogee News 1,292,498.07
567 - Champion Spark Plug 1,291,542.40
568 - Sega of America 1,289,986.50
569 - Paradise Beverages 1,288,115.34
570 - Bernard Cap 1,282,359.12
571 - Neutrogena 1,278,551.47
572 - Sayre Enterprises 1,277,982.72
573 - Charlotte Charles 1,277,151.26
574 - Olin 1,277,055.18
575 - Cooper Sportsware Mfg 1,266,464.11
576 - Doskocil Sausage 1,264,032.70
577 - Alko Dist 1,259,315.80
578 - Rolfs/Amity Leather 1,258,378.54
579 - Glazers Wholesale Drug 1,256,686.42
580 - Dennison Mfg 1,255,274.50
581 - Estech Brnd Fertilz 1,252,014.95
582 - Hanes Knitware 1,250,107.42
583 - Burroughs Wellcome 1,249,503.46
584 - Magic Chef 1,248,227.48
585 - Prince Matchabelli 1,247,330.26
586 - Pepsi-Cola Bottling 1,246,315.79
587 - Green Giant 1,245,109.53
588 - Susan Crane 1,243,234.86
589 - Igloo 1,239,602.65
590 - Del Monte 1,239,505.11
591 - Turtle Wax 1,236,355.16
592 - Prince Mfg 1,235,085.08
593 - Alan White 1,234,596.32
594 - Noxell 1,234,455.15
595 - Helene Curtis Ind 1,231,969.17
596 - Enesco Imports 1,231,217.33
597 - Star Kist Seafood 1,231,121.06
598 - Scholl 1,222,448.07
599 - Chaus 1,221,663.56
600 - A&W Brands 1,221,201.94
601 - The Credo Co 1,213,209.43
602 - Food Service Supplies 1,211,923.87
603 - G Heileman Brewing 1,210,182.48
604 - Gran Prix 1,209,935.18
605 - B&B Beverage 1,208,954.44
606 - Welch Foods 1,206,200.65
607 - Lewis Bear 1,206,184.80
608 - Sperry Topsider 1,203,503.39
609 - Countryside Herb Farm 1,202,227.26
610 - Pepsi-Cola Bottling 1,201,580.44
611 - JFC International 1,192,142.02
612 - Service Distributing 1,190,186.80
613 - Coty 1,185,505.63
614 - King Provision Ltd 1,184,869.84
615 - Mit Con 1,179,548.61
616 - Parfums Stern 1,178,932.98
617 - Jesco 1,178,017.11
618 - Trimfit 1,175,644.46
619 - Pro Kennex 1,175,362.85
620 - Jarke 1,174,222.97
621 - Centex Periodicals 1,171,150.47
622 - Cable Elec Prod 1,170,570.87
623 - Dan River 1,163,634.48
624 - Miles Laboratories 1,159,994.56
625 - Houbigant 1,158,772.39
626 - Nat'l Distrib 1,157,487.83
627 - Schering 1,146,108.17
628 - Buck Knives 1,145,485.18
629 - Better Brands 1,144,231.36
630 - Tambrands 1,142,493.54
631 - NCR Comten 1,139,191.57
632 - Innovative Time 1,136,683.10
633 - MS Distributing 1,135,682.77
634 - Russell Stover Candies 1,133,929.91
635 - Aramis 1,132,999.64
636 - Okidata 1,130,867.10
637 - JJ Calico Footware 1,129,186.03
638 - McCarty Foods 1,124,225.18
639 - General Housewares 1,124,023.16
640 - Anchorage Cld Strg 1,115,307.05
641 - CRP/Beacon Hose Mfg 1,114,484.46
642 - Island Beverage 1,107,911.25
643 - McCain Foods 1,105,349.30
644 - Gibson Greeting Cards 1,103,497.68
645 - Epilady USA 1,102,540.35
646 - Swatch Watch USA 1,098,212.88
647 - Sahara Club 1,096,147.53
648 - Cosmo Comm 1,092,700.26
649 - Adidas USA 1,092,574.51
650 - Pacific Trail 1,090,988.40
651 - Zippo Mfg 1,089,868.42
652 - Hawaiian Host Candies 1,007,518.73
653 - Etienne Aigner 1,085,391.35
654 - Stanley Tools 1,080,577.15
655 - Zebco 1,080,301.52
656 - Ipanema Shoes 1,078,462.16
657 - Folgers Coffee 1,077,069.32
658 - Fulton Industries 1,076,857.75
659 - Bunte Candies 1,076,277.13
660 - Artic Circle Ent 1,075,491.69
661 - Combe 1,073,133.20
662 - Her Majesty Ind 1,071,250.92
663 - Ocean Pacific Shorts 1,068,236.25
664 - The Cooper Group 1,067,973.99
665 - Alaska Distributors 1,067,872.46
666 - Yale Materials Handling 1,067,630.01
667 - Firestone Tire & Rubber 1,065,668.49
668 - Alberto-Culver 1,064,015.90
669 - Ultra Software 1,063,015.81
670 - Penn Athletic Prod 1,061,731.92
671 - Lowell Shoe 1,057,184.87
672 - Newville Shoe 1,053,772.26
673 - Russ Berrie & Co 1,052,569.13
674 - Bahlsen 1,051,879.27
675 - Buckingham Wire 1,049,993.07
676 - Jensen Sound Labs 1,047,769.24
677 - Ramfjeld & Co 1,044,228.58
678 - Goodtimes/Kids Klas 1,044,171.27
679 - Styl Land 1,044,018.41
680 - Gulf Printing 1,036,812.87
681 - Couch Dist 1,036,592.00
682 - Fort Howard 1,035,780.23
683 - Southern Maurice 1,035,683.71
684 - John Thomas Batts 1,035,561.95
685 - Blauer Mfg 1,034,105.56
686 - Sensormatic Electronics 1,032,743.52
687 - Anderson News 1,030,313.04
688 - Hygiene Ind 1,025,378.35
689 - Plantation Patterns 1,022,474.26
690 - Dawn Creations 1,021,837.11
691 - Camptown Togs 1,021,319.78
692 - Spencers 1,019,758.99
693 - J Hofert 1,019,360.92
694 - Midway Sales 1,018,811.99
695 - Memorex 1,017,851.38
696 - Swift Eckrich 1,017,752.57
697 - Associated Dist 1,014,043.33
698 - Kem Distributing 1,010,530.87
699 - Dilbeck and Sons 1,008,790.79
700 - Youngs Market 1,007,518.34
701 - Avia Athletic Footware 1,002,037.89
702 - Amextra 1,001,639.78